



# ITTI 2000

## FCC Conference, ITTI2000

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St. Paul, Minnesota

**INDIAN TELECOM TRAINING INITIATIVE 2000**



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## Topics of Discussion

- What is the SBA?
- What is a TBIC & SBDC?
- Performance Statistics
- Examples of SBDC and TBIC Assistance/Success Stories



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## What is the SBA?

The U.S. Small Business Administration was created in 1953 to help people realize their dreams of owning their own business. It provides a range of programs and services to assist people in almost every aspect of starting and expanding a small business.



## SBA Functions

- Certifies eligible small business owners for the 8(a) program
- Manages specific programs like the HUBZone (Historically Underutilized Business Zones) program
- Advocates for small business contracting opportunities across the government.
- Helps owners to find capital by partially guaranteeing loans to qualified borrowers that range from \$500 - \$1,000,000



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**SBA Online**  
**[www.sba.gov](http://www.sba.gov)**

- Learn what SBA offices are in your area
- Walk through a step-by-step process to write your business plan
- Receive online counseling from an expert
- Access the “Small Business Classroom” for short, self-paced courses on a variety of topics



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## What is a TBIC?

- A partnership between the SBA and individual Tribes or Tribal Colleges and Universities. They were created in 1995 as a joint project of the Bureau of Indian Affairs (BIA) and the SBA
- TBIC's provide culturally appropriate technical assistance and information resources to Native Americans living on or near reservations.



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## **TBIC Performance Statistics for Fiscal Year 1999**

- Served 3,951 Clients
- Provided 8,433 hours of counseling
- Held 291 Workshops
- Assisted nearly 200 business plans and 136 business loan packages
- Instrumental in the start up of more than 210 businesses



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## **TBIC Performance Statistics for Fiscal Year 2000** (through 3rd qtr)

- Served 3,023 Clients
- Provided 4,872 hours of counseling
- Held 140 Workshops
- Assisted nearly 127 business plans and 91 business loan packages
- Instrumental in the start up of more than 209 businesses





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## **TBIC Locations**

The SBA funds seventeen TBIC's throughout the following seven different states

- Arizona
- California
- Minnesota (located in Cass Lake)
- Montana
- North Carolina
- North Dakota
- South Dakota



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## TBIC Assistance/Success Stories Examples

- Zana McDonald ,the TBIC at Blackfeet Community College, helped Gary and Janet Gobert open the “Two Medicine Sign Shop” in Browning, Montana.
- In Kyle, South Dakota, the Lakota Fund helped Perry Zephier open an auto repair shop.
- The Northern Cheyenne TBIC has assisted a local glass business, Risingsun Glass to expand.



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## SBDC Locations

- Have centers in 58 places, including the continental United States, American Samoa, Hawaii, Alaska, Guam, Puerto Rico, and the Virgin Islands.
- A list of the center locations, the State Directors name and phone number, and a listing of the same information for the TBIC's is provided at the front doors.



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## TBIC's and SBDC's Working Together

- Often jointly attend and make presentations at economic development conferences and partner with third parties, such as universities and state economic development organizations.
- SBDC personnel often conduct regularly scheduled training and counseling sessions at the TBIC's. In South Dakota, SBDC's Christina Martin and her replacement have visited the Cheyenne River Sioux Tribe TBIC on a monthly basis for the past several years.



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## **SBDC Assistance/Success Stories Examples**

- The Maine SBDC assisted Olamon Industries of Indian Island to obtain a manufacturing contract with Northrop Grumman for an airport runway lighting system.
- The SBDC service center at George Mason University in Virginia cooperated with SBA's Washington district office to help Dr. Douglas Campbell achieve his goal of owning his own telecommunications and aviation studies small business, Syneca Research Group, Inc. Dr. Campbell is a member of the Eastern Band of Cherokee and like many new business owners kept his day job and worked evenings and weekends to build his business. He has been awarded contracts from the Federal Aviation Administration and the Navy's Space and Naval Warfare Systems Command.



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## Future Cooperation

While SBDCs and TBICs are cooperating on many levels, I would hope that the relationships would continue and grow. I would like to see SBDCs ask TBIC staff to provide cross cultural training and answering questions. It would be wonderful if they could share their schedules and conference plans for joint training and presentations. Tribal colleges and universities have access to the Internet. As we become more committed to distance learning and training, there is a role for SBDCs to provide training and counseling to the TBICs. Further, all levels of government are purchasing an increasing amount of information technology services. SBDCs and TBICs can work together to provide the training, information, and access to government contracts for tribes and individually owned small businesses.

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